

Viasat – Satellite technology and advanced applications

Sathya Narayanaswamy @ India Satcom 2019

Viasat is a global communications company that believes **everyone and everything can be connected.**

We provide...

- > High-quality, cost-effective broadband solutions for consumers, enterprises and government users through our integrated platform of Ka-band satellites and ground infrastructure
- > Highly experienced workforce delivering market-leading innovation and superior customer experience

1986

year founded
(Carlsbad, Calif.)

3

co-founders

1996

year of IPO
(NASDAQ: VSAT)

~\$6.0B

Enterprise value

\$2.2B

LTM revenues

\$391M

LTM adj. EBITDA

17%

adj. EBITDA CAGR

\$2.3B

LTM new
contract awards

39

global offices

5,700+

global employees

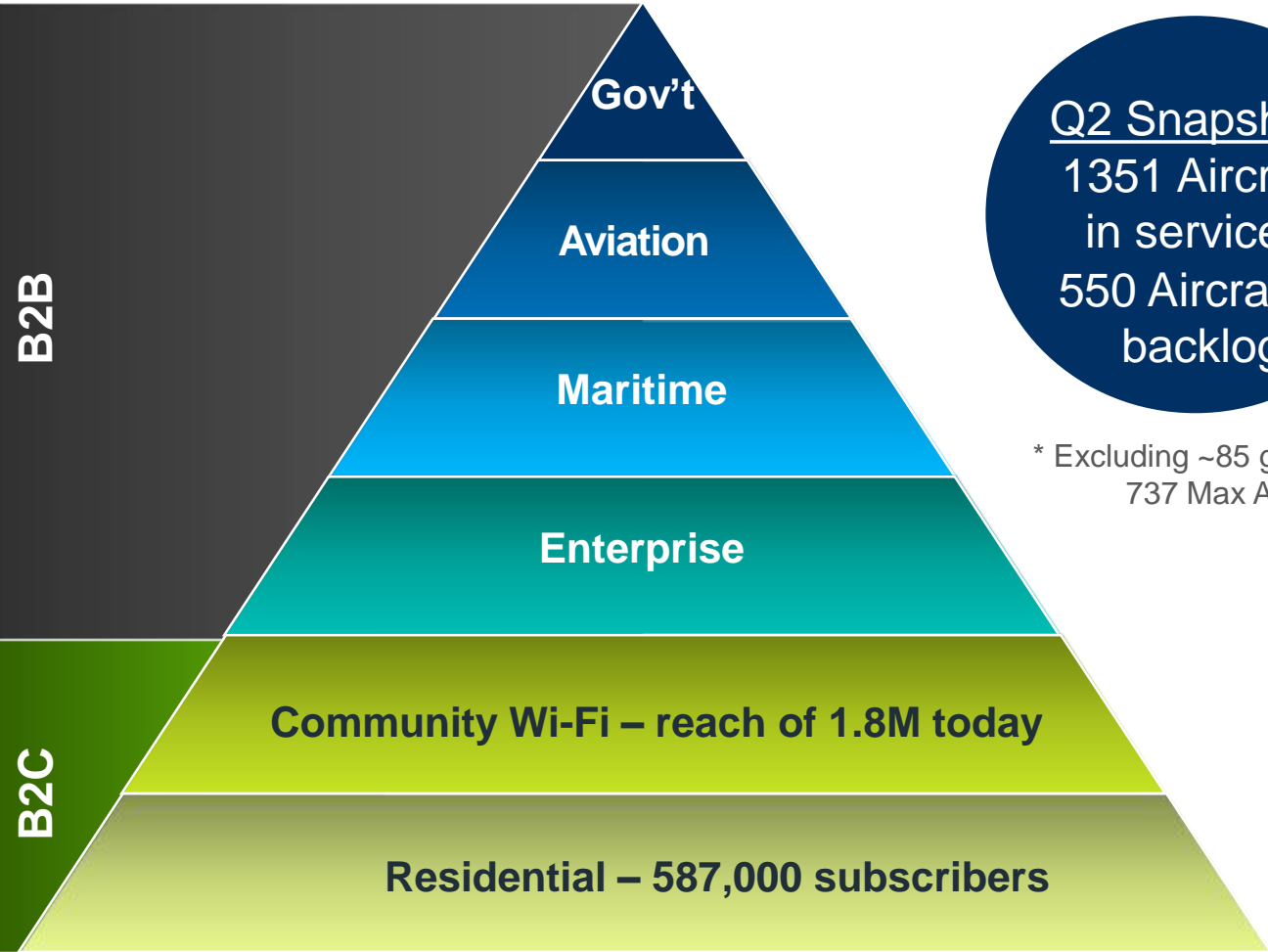
2,800+

global engineers

1+ Tbps

expected capacity per
VS-3 class satellite

Serving diverse, yet most demanding customers



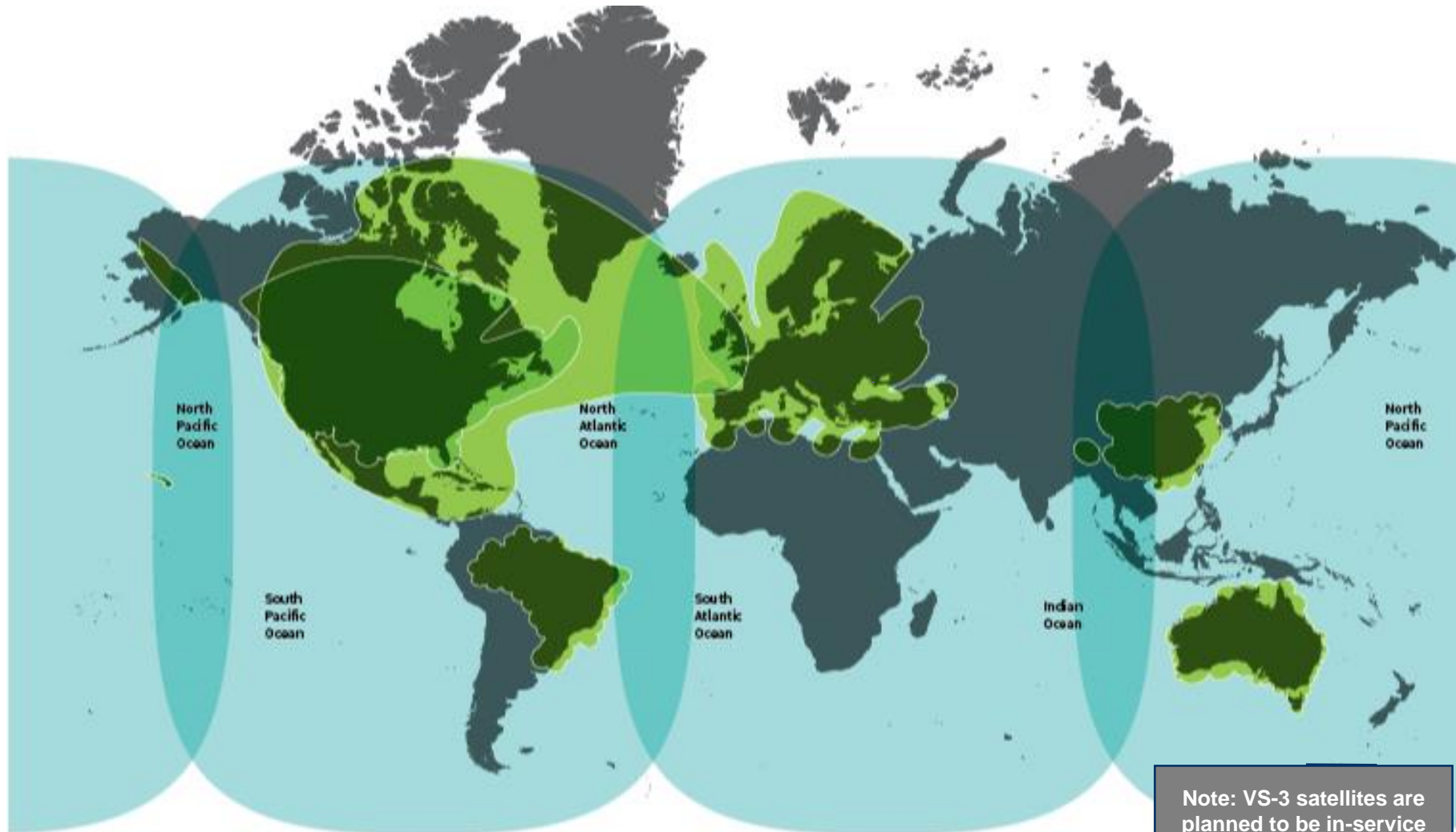
Q2 Snapshot:
1351 Aircraft
in service*
550 Aircraft in
backlog

* Excluding ~85 grounded
737 Max A/c

Diversified Customer Base



Viasat global coverage including own and partner satellites



Launch H2 CY '22

+Viasat-3c APAC

~3700+ GBPS
Total capacity

Launch H2 CY '21

+Viasat-3b EMEA

~2700 GBPS
Total capacity

Launch H1 CY '21

+Viasat-3a AMERICAS

~1700 GBPS
Total capacity

Today

KA-SAT, WB-1, A-F2, VS1,
VS2, Telebras, NBN,
ChinaSat

~700 GBPS
Total capacity

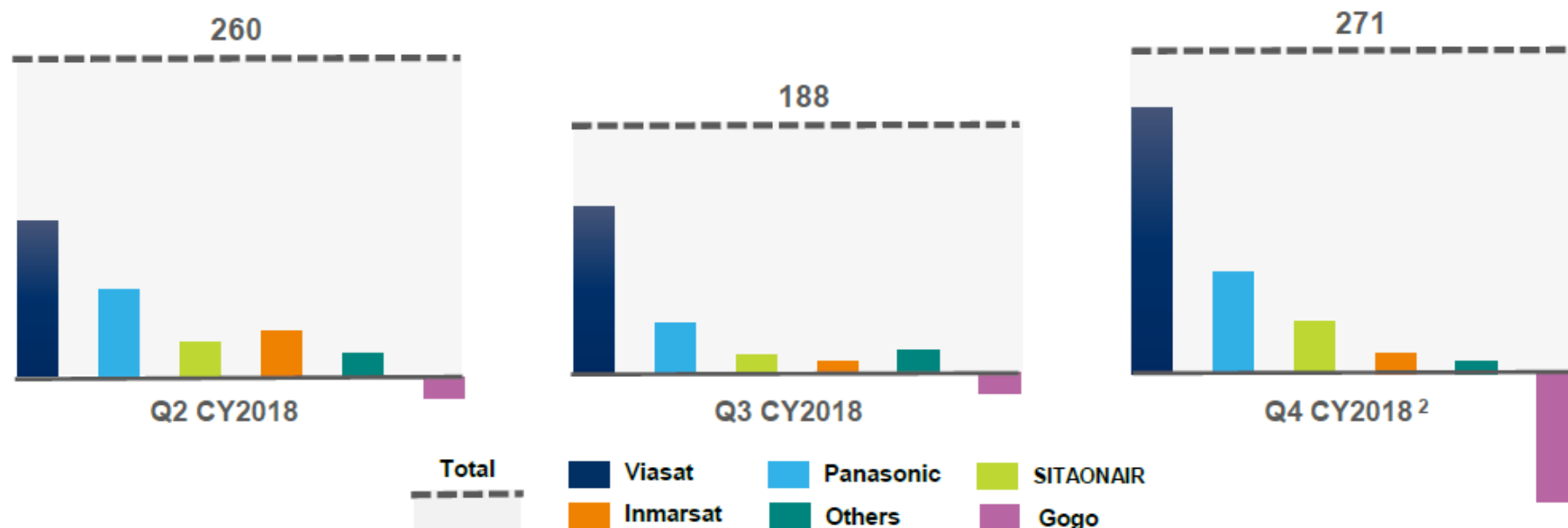
Note: VS-3 satellites are
planned to be in-service
within 6 months of being
launched

Viasat has airline customers around the world...



Market Share & Position – last quarter update

Net Global Installations ¹



1) Source: Valour Consultancy.

2) Preliminary estimate of Q4 2018 net installations from Valour Consultancy.



- Record 225 Aircraft terminals placed into service
- Expanding market share of installs and tails in service
- Pursuing global growth opportunities with new customers
- Deepening relationships with existing customers

Solution Overview

Viasat's Vision for Inflight Connectivity



Enhance CX



In Air = On Ground
Curated Experiences
Airport to airport
“Booking to bellhop”



Differentiate service



Personalization
Customer journey



3rd Party Monetization



Sponsorships
Ancillary revenues
Golden Hour





Connected Aircraft

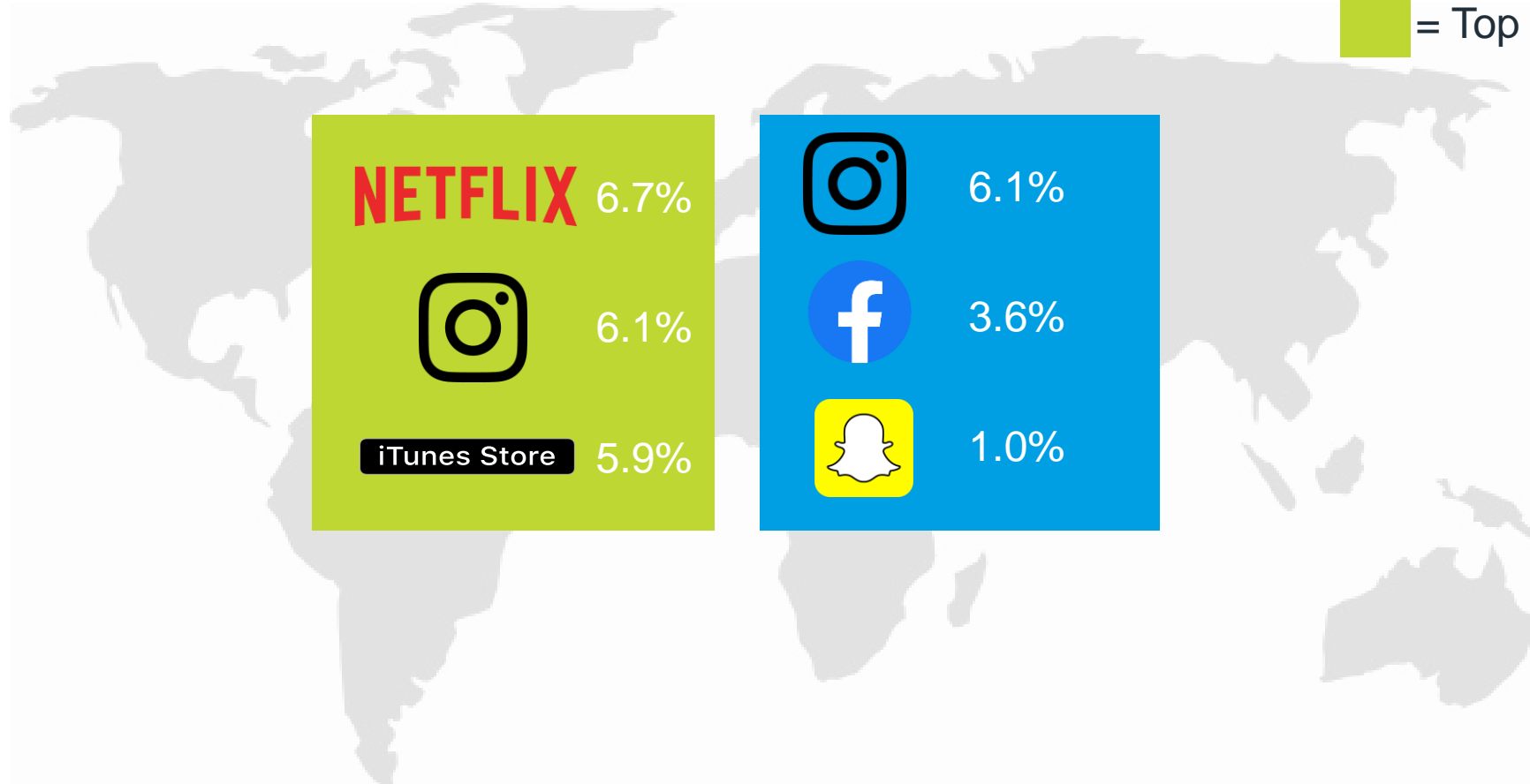


Cost Avoidance
Fuel, Maintenance
A/C Exceedances

Viasat ComAir Top Services

Similar to observations found in the Sandvine report

 = Top Social Networks
 = Top Overall





Julie
@Jullem_k

@Qantas; wanted to share how AMAZING having wifi on my QF flights has been this wk. Did a mercy dash cross country to see my mum who was given days to live, & other than exxy flight prices(!), being in contact with family & organising things in flight made a massive difference.

8:55 PM · Nov 2, 2019 · [Twitter for iPad](#)



Julie @Jullem_k · Nov 2
Replying to @Jullem_k

I'm so grateful that we made it just hours before she passed 😞

And now that I'm in flight again, I'm managing funeral activities and a heap of other things right from my 📱

I thought wifi on a plane was only for those with FOMO, but happy to be proved wrong. Cheers Qantas!



1



Conor
@MylesSheet

Replying to @DawgPederson and @GinaMarie0125

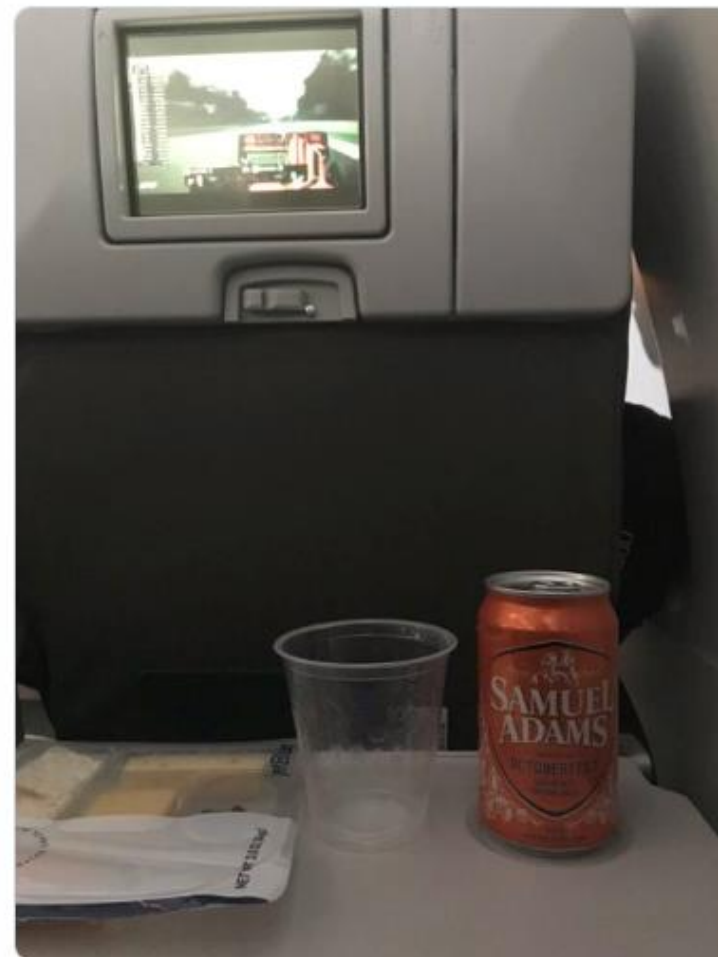
Bro JetBlue is the way to go...first time flying with them and now it's going to be my go to. The WiFi worked without a hitch the entire flight I was making snap videos of me on the plane 🥺🥺

2:14 PM · Oct 28, 2019 · [Twitter for iPhone](#)



Gaby
@Lesck123

#JetBlue Free wifi, free beer + Formula 1 @ 35,000 feet. Priceless!



3:48 PM · Oct 27, 2019 · [Twitter for iPhone](#)



meatyhenri @meatyhenri · Nov 2
Jet Blue or Alaskan LAX-JFK?
(Jet Blue is \$70 cheaper)

15



25



Anna Kendrick Lamar
@FatWiFi

Replying to @meatyhenri

I took a JetBlue flight to nyc from la and was happy because they had free WiFi and screens. My returning flight was with Alaska had no WiFi and no screens. First world problems.

9:15 PM · Nov 2, 2019 · [Twitter for iPhone](#)



Tim Armstrong
@heybubltstim

@Delta OMG you have to get rid of gogo wifi. Worst wifi of any carrier, and \$10! JetBlue is free and 10x faster.

8:17 AM · Nov 4, 2019 · [Twitter Web App](#)



Cody Schultz
@codydschultz


@JetBlue WiFi for the win! 35,000 ft in the sky and on my way to Tucson for the Hayabusa2/O-REx asteroid science workshop! Looking forward to catching up with old friends and meeting new ones #TeamAsteroid

5:17 PM · Nov 4, 2019 · [Twitter for iPhone](#)

 **DisBeltalowda**
@NoodleShak

Man I always forget @JetBlue has free WiFi and its the best thing. I need to stop screwing around and get their credit card and stop playing on other airlines.

12:31 AM · Nov 2, 2019 · [Twitter Web App](#)

 **Lucy Bloom**
@thelucybloom

WiFi on a plane in the sky ✈️ What a miracle!
[@qantas](#)


6:50 PM · Oct 29, 2019 from Sydney, New South Wales · [Twitter for iPhone](#)

 **DUCKY**
@QUACKHOUSE

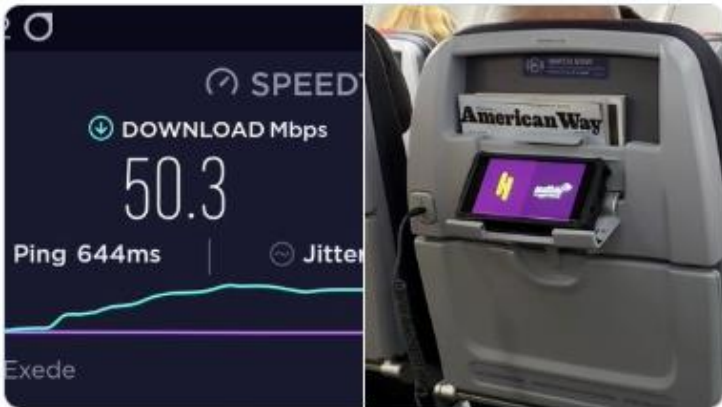
Replying to @Dubloadz @Delta and @AmericanAir

switched to @delta like a month ago literally the only thing i miss about @americanair is their wifi... @delta wifi is pure torture but i think it's worth it for literally everything else being better??

1:21 PM · Oct 24, 2019 · [Twitter Web App](#)

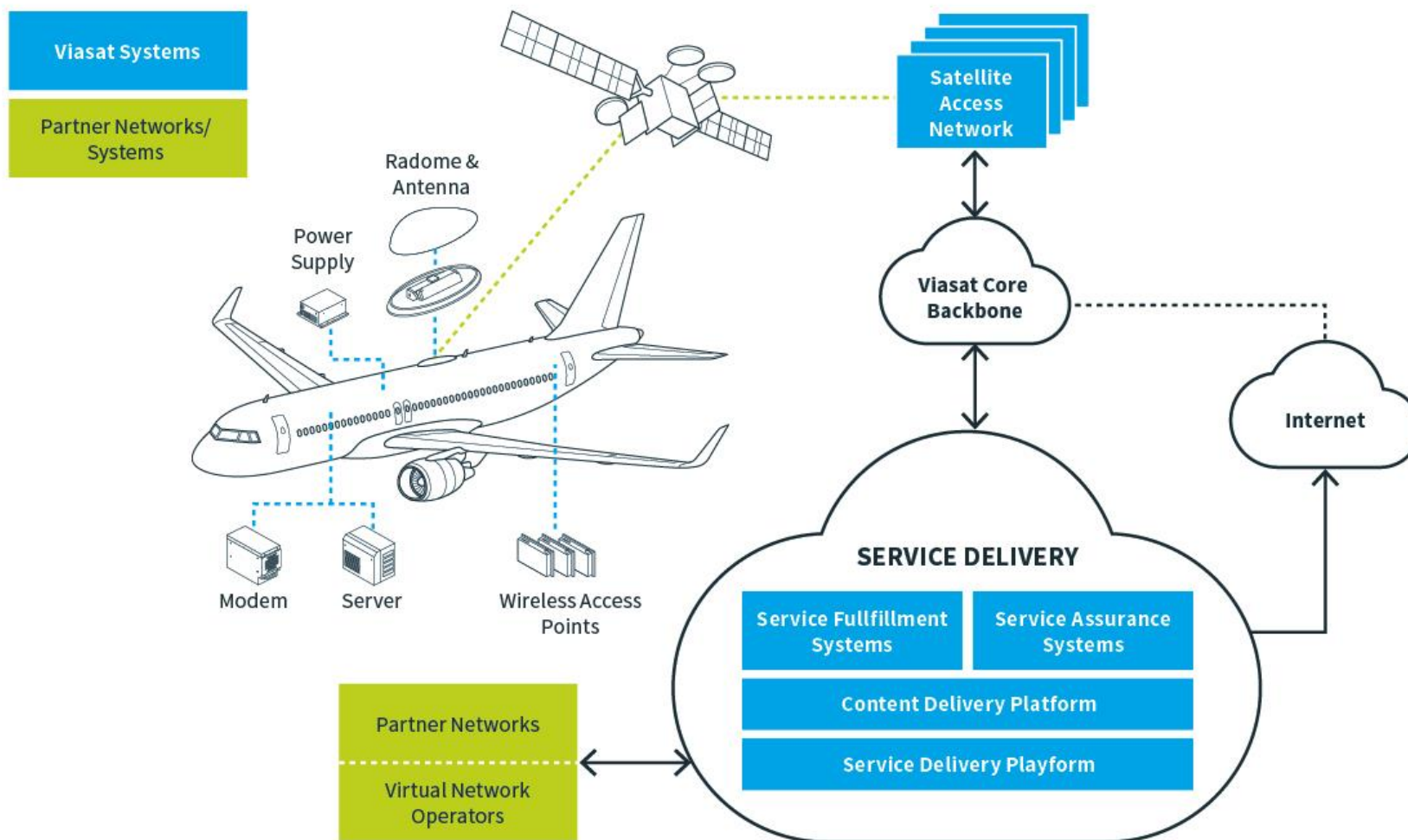
 **Dave Graveline**
@DaveGraveline

Internet download speeds are sooooo much faster on @AmericanAir than on @Delta with @Gogo And... American even provides a cute little phone holder on the seat back! 📱 😊

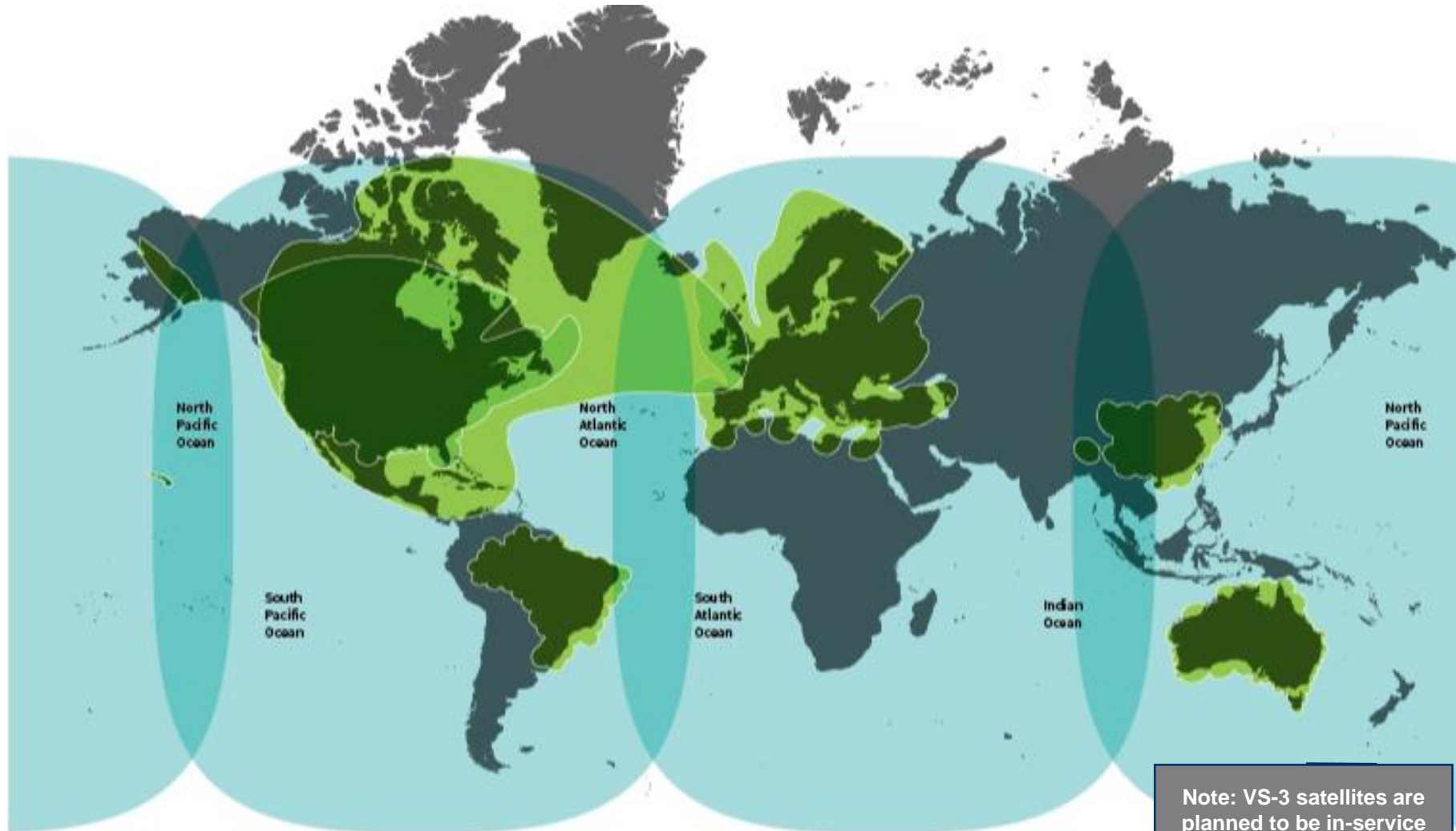


8:50 PM · Oct 26, 2019 from Florida, USA · [Twitter for Android](#)

Viasat's vertically integrated network system architecture offers airlines greater product flexibility and control



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